

# 1H FY07/3 Financial Results and Outlook

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#### **CAUTIONARY STATEMENTS:**

The statements in this presentation with respect to the plans, strategies and forecasts of NEC Electronics and its consolidated subsidiaries (collectively "we") are forward-looking statements involving risks and uncertainties. We caution you in advance that actual results could differ materially from such forward-looking statements due to several factors. The important factors that could cause actual results to differ materially from such statements include, but are not limited to, general economic conditions in our markets, which are primarily Japan, North America, Asia and Europe; demand for, and competitive pricing pressure on, our products and services in the marketplace; our ability to continue to win acceptance of its products and services in these highly competitive markets; and movements in currency exchange rates, particularly the rate between the yen and the U.S. dollar. Among other factors, a worsening of the world economy; a worsening of financial conditions in the world markets, and a deterioration in the domestic and overseas stock markets, would cause actual results to differ from the projected results forecast.

### Agenda



I. 1H FY07/3 Financial Results

II. FY07/3 Financial Forecasts

III. Progress on Measures to Improve Performance

### A Financial Snapshot

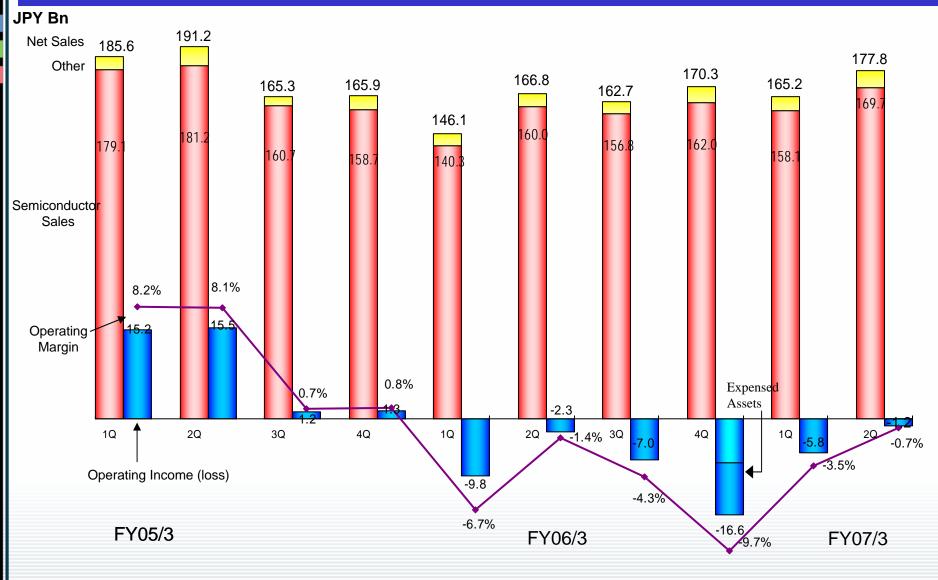


	FY06/3	FY07/3								
	Q2	Q1	Q1 Q2 1H							
JPY Bn					НоН	YoY	Previous Forecasts			
Net Sales	166.8	165.2	177.8	343.0	+ 10.0	+ 30.1	345.0			
Semiconductor Sales	160.0	158.1	169.7	327.8	+ 9.0	+ 27.5	330.0			
Operating Loss	-2.3	-5.8	-1.2	-6.9	+ 16.6	+ 5.2	-5.0			
Operating Margin	-1.4%	-3.5%	-0.7%	-2.0%	+5.1% points	+1.9% points	-1.4%			
EBT	-2.9	-4.8	-0.8	-5.6	+ 23.1	+ 8.1	-7.0			
Net Loss	-1.6	-6.1	-1.3	-7.4	+ 82.9	+ 0.5	-9.0			
Net Income Margin	-0.9%	-3.7%	-0.7%	-2.2%	+ 24.9% points	+ 0.3% points	-2.6%			
Exchange Rate	1US\$= ¥110 1Euro= ¥134	1US\$= ¥115 1Euro= ¥142	1US\$= ¥115 1Euro= ¥147	1US\$= ¥115 1Euro= ¥145			1US\$= ¥115 1Euro= ¥140			

Note: Operating Income (loss) = Net Sales - COGS - R&D - SG&A

### Trends in Quarterly Results

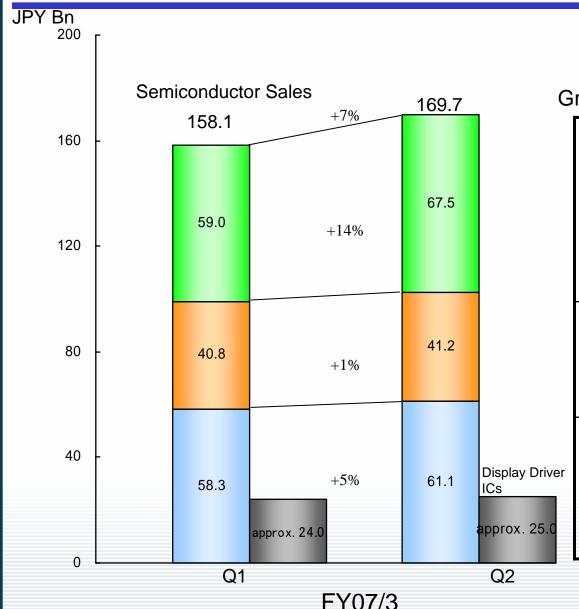




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### Q1-Q2 Revenue Growth by Platform





#### Growth Factors in Q1-Q2 Revenues

#### **SOC Platform**

- •An increase in sales due to launching shipments of LSIs for a new game console
- •An increase in sales of LSIs for printers and DVD drives due to seasonality factors
- •A decrease in sales of digital baseband LSIs for mobile handsets due to continued inventory adjustments in the Japanese market

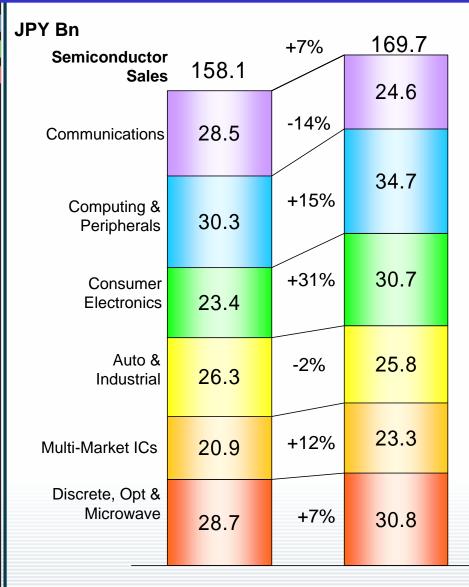
#### **MCU Platform**

•Sales for Auto and general-purpose MCUs remained flat

#### Components

- •An increase in sales of discrete and optical semiconductors
- •An increase in sales of LCD drivers for small panels

### Q1-Q2 Revenue Growth by Application NEC



#### Growth Factors in Q1-Q2 Revenues

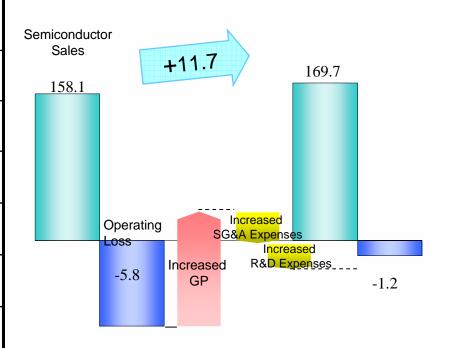
- Sales of digital baseband LSIs for mobile handsets decreased
- •Sales of LCD driver ICs for mobile handsets increased due to an increased share
- Sales of LSIs for DVD drives increased
- Sales of LCD driver ICs for large panel remained flat
- Launched shipments of LSIs for a new game console
- Shipments of LSIs for digital AV increased
- Sales for automotive area remained flat
- Sales increased overall, including the All Flash microcontrollers
- Sales of discrete and chemical compound semiconductors increased

### Changes in Q1-Q2 Profits



	Q1		Q2		
JPY Bn	(% Against Net sales)	(% Against Net sales)	QoQ	YoY	
Net Sales	165.2	177.8	+12.5	+10.9	
Semiconductor Sales	158.1	169.7	+11.7	+9.7	
Cost of Goods Sold	118.9 (72.0%)	124.7 (70.2%)	+5.8	+3.4	
Gross Profit	46.3 (28.0%)	53.1 (29.8%)	+6.8	+7.6	
R&D Expenses	31.0 (18.7%)	31.9 (17.9%)	+0.9	+5.0	
SG&A Expenses	21.1 (12.8%)	22.3 (12.6%)	+1.3	+1.4	
Operating Losses	-5.8 (-3.5%)	-1.2 (-0.7%)	+4.6	+1.2	

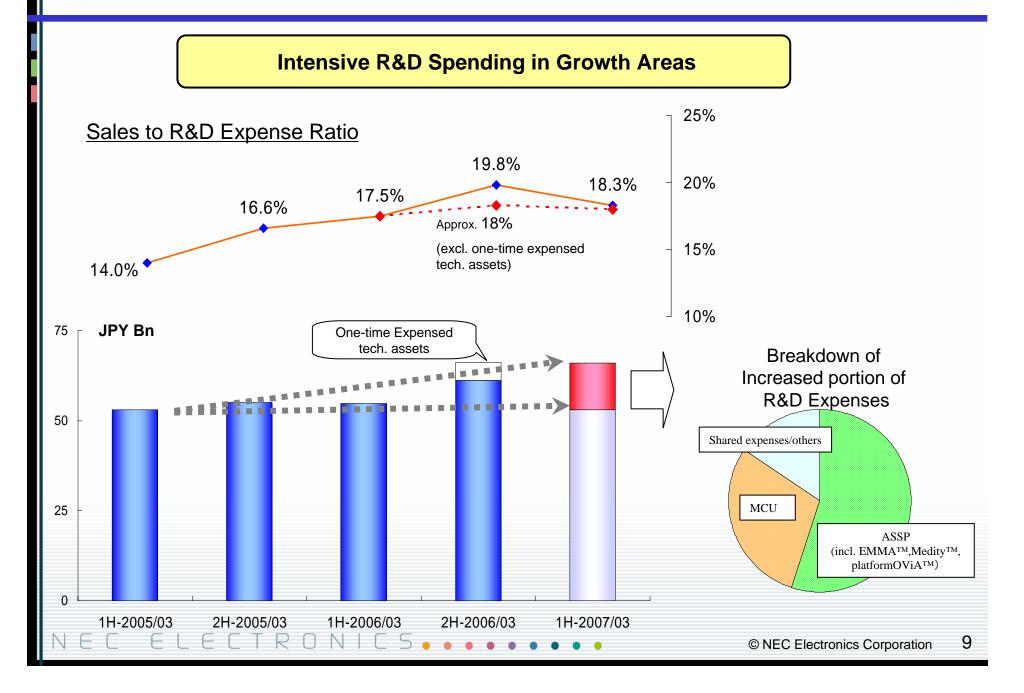
ı	D 1 11 (OE)				
	Depreciation (CF)	26.8	28.1	+1.3	-1.4
	+ Lease	_0.0			





#### R&D Expenses (for the last 5 interim terms)





#### **Balance Sheet**



,	JPY Bn	05/9	06/6	06/9
	Cash and Cash Equivalents	201.7	204.8	222.0
	Accounts Receivable	113.3	106.5	116.7
	Inventories	72.2	76.1	83.1
	PP&E	324.7	309.5	305.9
	Other Assets	88.0	45.6	49.4
Tot	tal Assets	799.7	742.6	777.0
	Accounts Payable	117.5	137.5	169.2
	Debt Payable	151.9	146.6	146.0
	Other Liabilities	138.2	155.1	159.5
Lia	bilities	407.7	439.3	474.8
Sh	areholders' Equity	388.1	299.2	298.0
D/E	Ratio	0.39	0.49	0.49
Eq	uity Ratio	49%	40%	38%

#### Cash Flows



#### Free cash flow turned black for the 1H FY07/3

JPY Bn	FY06/3		FY07/3		
	1H	Q1	Q2	1H	
Cash Flows from Operating Activities	14.7	7.8	26.8	34.6	
Cash Flows from Investing Activities	-34.2	-12.4	-8.7	-21.1	
Free Cash Flow	-19.5	-4.6	18.1	13.4	

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#### FY07/3 Forecasts



	FY06/3	FY07/3									
JPY Bn	Full Year		1H			2H			Full Year		
		Previous Forecasts (as of April 25 <sup>th</sup> )	1H Results	changes	Previous Forecasts (as of April 25 <sup>th</sup> )	2H Forecasts	changes	Previous Forecasts (as of April 25 <sup>th</sup> )	Full Year Forecasts	changes	
Net Sales	646.0	345.0	343.0	-1.9	360.0	Approx. <b>350.0</b>	Approx. -10.0	705.0	695.0	-10.0	
Semiconductor Sales	619.1	330.0	327.8	-2.2	350.0	Approx. 340.0	Approx10.0	680.0	667.8	-12.2	
Operating Income (Loss)	-35.7	-5.0	-6.9	-1.9	10.0	0	Approx10.0	5.0	-7.0	-12.0	
EBT	-42.4	-7.0	-5.6	+1.4	7.0	Approx. -13.4	Approx20.0	0	-19.0	-19.0	
Net Income (Loss)	-98.2	-9.0	-7.4	+1.6	4.0	Approx. -17.6	Approx22.0	-5.0	-25.0	-20.0	
Exchange Rates											
1US\$=	¥112	¥115	¥115	-	¥110	¥115	-	¥113	¥115	-	
1Euro=	¥138	¥140	¥145	-	¥135	¥145	-	¥137	¥145	-	

Note 1: Operating Income (loss) = Net Sales - COGS - R&D - SG&A

Note 2: FY07/3 forecasts are as of October 25, 2006

### Non-Operating Income and Expenses **NEC**



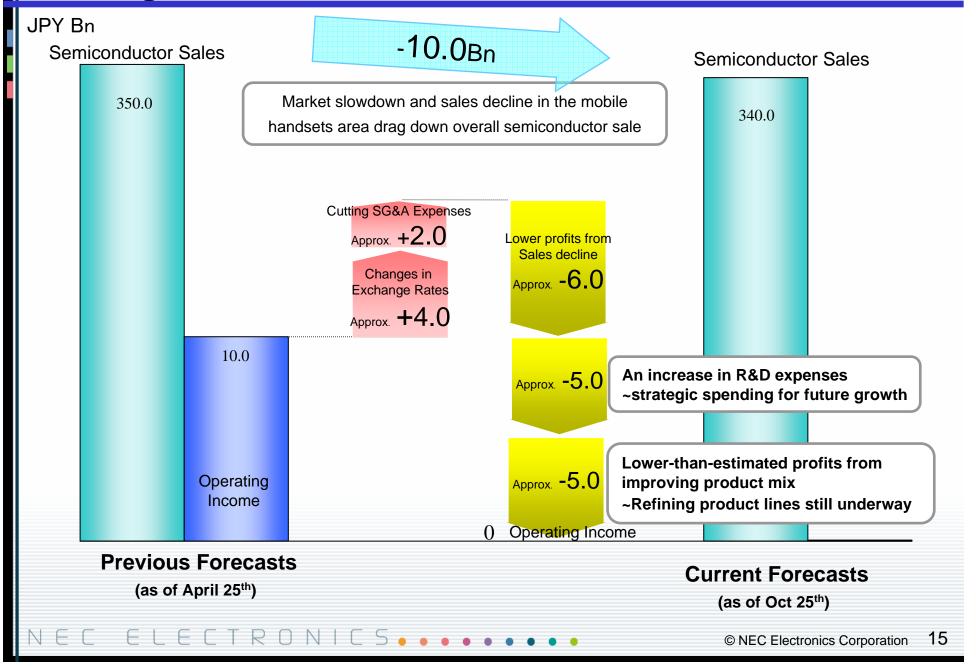
	FY06/3		FY07/3							
	Full Year		1H		2H			Full Year		
JPY Bn		Previous Forecasts (as of April 25 <sup>th</sup> )	1H Results	changes	Previous Forecasts (as of April 25 <sup>th</sup> )	2H Forecasts	changes	Previous Forecasts (as of April 25 <sup>th</sup> )	Full Year Forecasts	changes
	-6.7	-2.0	+1.3	+3.3	-3.0	Approx. -13.4	Approx10.4	-5.0	-12.0	-7.0
Non- operating Income			Gain on sale of marketable securities and others							
Non- operating Expenses		•Expenses f Ireland plan •Expenses f Sagamihara	t for closing	the	carried ove •Expenses related litig	involving me	emory-			

Note 1: Operating Income (loss) = Net Sales - COGS - R&D - SG&A

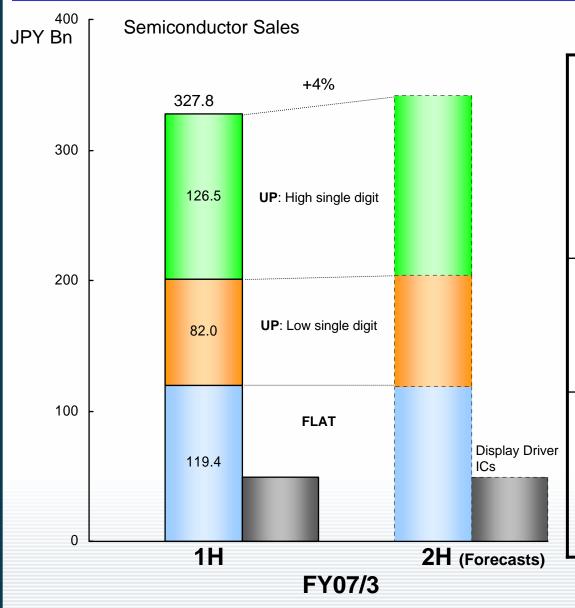
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#### **Changes in Previous and Current 2H Forecasts**





# Semiconductor Sales Forecasts (HoH) NEC



#### **SoC Platform**

- (+) Volume shipments of LSIs for a new game consoles
- (+) Increase in shipments of LSIs for mobile handsets, such as digital baseband LSIs, due to a recovery in the Japanese market from adjustment period
- (-) Decrease in shipments of LSIs for digital cameras

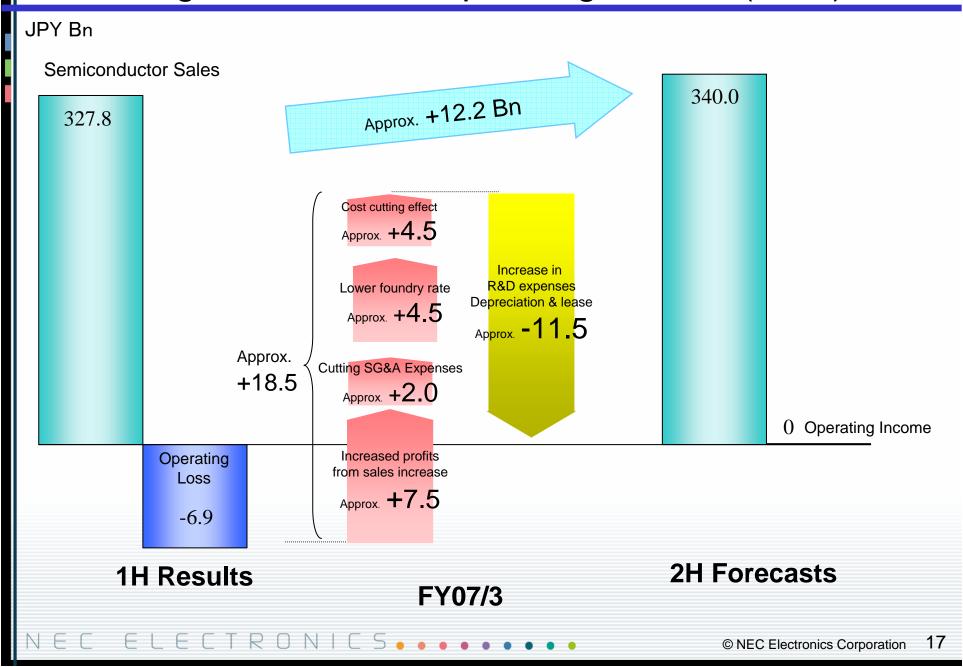
#### **MCU Platform**

- (+) Steady growth for Auto MCUs
- (-) Anticipated adjustments in the generalpurpose MCU market

#### Components

- (+) An upward momentum in the LCD driver IC market for large panels anticipated to continue even after the turn of the year
- (-) Adjustments for LCD driver ICs for small panels continue for 2H
- (+) Discretes slowing, but continue to grow

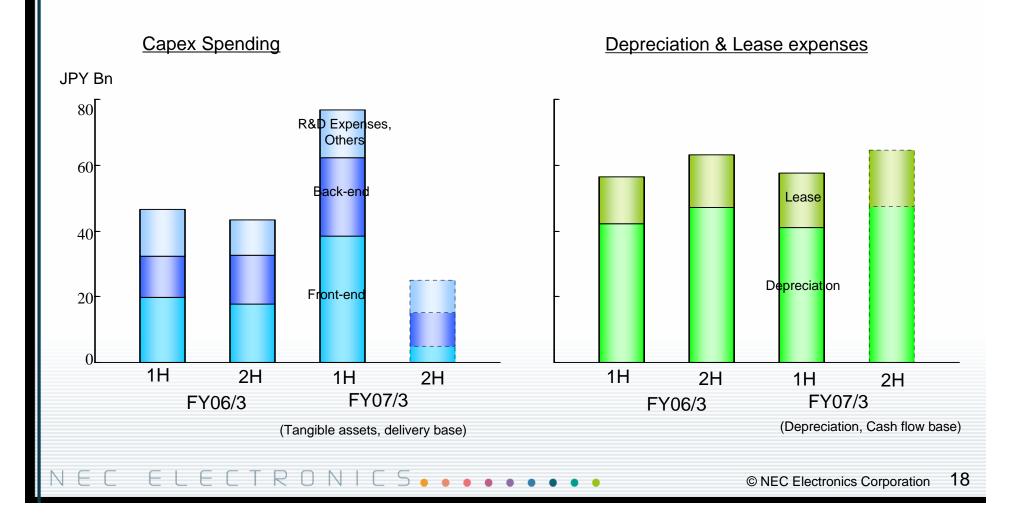
#### Changes in 1H − 2H Operating Income (Loss) NEC



#### Capex, Depreciation and Lease expenses



#### Majority of Capex spent in 1H, Expenses increase in 2H



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### Measures to Improve Performance



#### Expanding orders and sales

Lower costs to sales ratio with capacity increase and higher utilization rate

2nd Half FY07/3
Develop Stronger Products and Recover Profitability

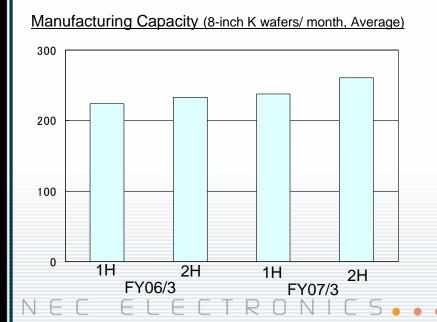
### Measures to Improve Performance

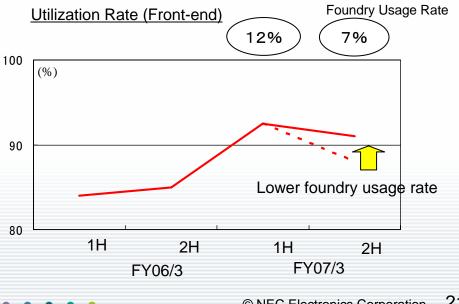


# Lower costs to sales ratio with capacity increase and higher utilization rate

- ✓ Manufacturing capacity is expected to increase by about 10% from 1H to 2H due to investments in the 300mm line at Yamagata and the OEE\* activities, however, not enough orders to fill the lines

  \*OEE (Overall Equipment Efficiency)
- ✓ Lower foundry usage rate to maintain high in-house utilization rate





### Our Progress and Issues We Face



2nd Half FY07/3
Develop Stronger Products and Recover Profitability

Steady progress in the MCU sales increase and the ASSP expansion, but the profits have not yet shown true recovery

■The EMMA™ series for the digital AV platform



■All Flash™ MCUs

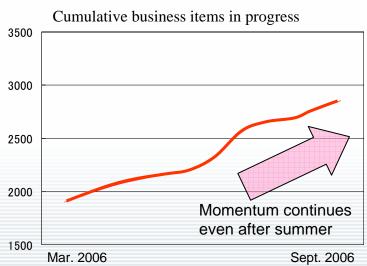


2H: design-ins for 50 companies worldwide

(cumulative)

2H: 3,000 business items in progress





### **Measuring Our Progress**



Continue to work on sales & order expansion and cost cutting measures, while developing products to recover profitability

Expanding orders and sales

Lower costs to sales ratio with capacity increase and higher utilization rate

Develop Stronger Products and Recover Profitability



## NEC **NEC Electronics Corporation**